

## Message Text

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PAGE 01 KINSHA 03283 161537Z

71

ACTION COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 MMO-04 ABF-01 /019 W  
----- 108707

R 161500Z APR 76  
FM AMEMBASSY KINSHASA  
TO SECSTATE WASHDC 7480

UNCLAS KINSHASA 3283

E.O. 11652: N/A  
TAGS: BEXP, AFSP, CG  
SUBJECT: CCP PRELIMINARY INPUTS FOR FY-78

REF: STATE 054879

1. EMBASSY RECOMMENDATIONS FOR FY-78 INPUTS ARE AS FOLLOWS.  
(NOTE: SINCE ALL DETAILS OF PROPOSED STABILIZATION PROGRAM  
ARE NOT YET ANNOUNCED IT WOULD BE UNREALISTIC TO SUGGEST AT THIS  
EARLY DATE WHAT OUR PRIORITIES WILL BE IN FY-78. HENCE WE SUGGEST  
THE FOLLOWING CAMPAIGNS IN THEIR PROBABLE RANK ORDER OF IMPORTANCE  
ONLY.)

2.CAMPAIGN 1. INCREASE U.S. PARTICIPATION IN THE DEVELOP-  
MENT OF ZAIRIAN COMMUNICATIONS SYSTEMS. ALTHOUGH U.S.  
COMMUNICATIONS SYSTEMS AND EQUIPMENT HAVE MADE AN IMPRESSIVE  
START IN ZAIRE AND ARE FAVORABLY REGARDED, THEY FACE IN-  
TENSE COMPETITION FROM EUROPEAN AND JAPANESE SUPPLIERS.  
ZAIRE IS A LARGE COUNTRY WITH WIDELY DISPERSED POPULATION  
AND ECONOMIC CENTERS. IT WILL TAKE A GREATLY ELABORATED  
COMMUNICATIONS SYSTEM TO MEET ITS DEVELOPMENT NEEDS.

3.CAMPAIGN 2. ESTABLISH U.S. BUILDING EQUIPMENT AND  
CONSTRUCTION MATERIALS IN ZAIRIAN MARKET. ALTHOUGH U.S.  
CONSTRUCTION VEHICLES ARE WELL-KNOWN IN ZAIRE, EUROPEAN  
SUPPLIERS HEAVILY DOMINATE THE SUPPLY OF, WHAT HAS BEEN,  
A VERY FLOURISHING INDUSTRY IN ZAIRE. THE INDUSTRY NOW  
IN DOLDRUMS BUT SHOULD BEGIN TO RECOVER BY END OF  
DECADE. FY-78 EMPHASIS ON THIS SECTOR SHOULD FIND A  
POSITIVE RESPONSE IN ZAIRE.

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PAGE 02 KINSHA 03283 161537Z

4. CAMPAIGN 3. INCREASE U.S. PARTICIPATION IN AGRO-INDUSTRY DEVELOPMENTS IN ZAIRE. THIS IS CARRY-OVER FROM THE TOP-PRIORITY FY-77 CAMPAIGN. AGRO-INDUSTRY DEVELOPMENT WILL CONTINUE TO ENJOY THE VERY HIGHEST PRIORITY IN ZAIRE FOR THE REMAINDER OF THE DECADE IN TERMS OF EMPHASIS AND AVAILABILITY OF FOREIGN EXCHANGE.

5. CAMPAIGN 4. ESTABLISH MARKET POSITION FOR U.S. FOOD PROCESSING AND PACKAGING EQUIPMENT. CLOSELY CONNECTED WITH THE CURRENT ZAIRIAN INTEREST IN DEVELOPING THE COUNTRY'S LARGE AGRICULTURAL POTENTIAL IS THE CONCOMITANT NECESSITY OF PROCESSING FOODSTUFFS TO BE SHIPPED LONG DISTANCES AND MARKETED IN DISTANT POPULATION CENTERS. AS MOST PROCESSED FOODS PRESENTLY MARKETED IN ZAIRE ARE OF FOREIGN ORIGIN, GOVERNMENT OF ZAIRE SEES URGENT NEED TO BUILD UP DOMESTIC INDUSTRY IN ORDER TO REDUCE DEMANDS ON FOREIGN EXCHANGE.

6. CAMPAIGN 5. CAPTURE LARGE SHARE OF METALWORKING MACHINERY OVERDUE FOR REPLACEMENT BY END OF PERIOD. MUCH OF PRESENT STOCK OF THIS EQUIPMENT IS ANTIQUATED. PROBLEM EXACERBATED DURING CURRENT FOREIGN EXCHANGE CRISIS AS NEEDED SPARES HAVE BEEN UNAVAILABLE. IF PROJECTED RETURN OF MORE NORMAL ECONOMIC SITUATION OCCURS TOWARD END OF DECADE, U.S. SUPPLIERS SHOULD BE IN GOOD COMPETITIVE POSITION TO CAPTURE SHARE OF THIS MARKET FOR REPLACEMENT AND NEW MACHINERY.

7. CAMPAIGN 6. INCREASE U.S. ROLE IN EXPANSION AND MODERNIZATION OF HEALTH CARE IN ZAIRE. IMPROVEMENT OF HEALTH CARE HAS BEEN ONE OF THE PRIME OBJECTIVES OF PRESIDENT MOBUTU AND SOME OF HIS CLOSEST ADVISORS WORK AT IT CONSTANTLY. AMERICAN PERSONNEL, TECHNOLOGY, AND ORGANIZATIONS HAVE BEEN MOST PROMINENT IN THIS AREA OF ACTIVITY. PROGRESS HAS BEEN LIMITED DURING PAST TWO YEARS DUE TO FOREIGN EXCHANGE SHORTAGE. A RETURN OF FOREIGN EXCHANGE AVAILABILITY TOWARDS END OF DECADE SHOULD BE ACCCOMPANIED BY STRONGLY INCREASED DEMANDS TO GET ON WITH THE PREVIOUSLY PLANNED PROGRAMS.

8. TOTAL RESOURCES UTILIZED FOR FY-78 CCP ACTIVITIES:  
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PAGE 03 KINSHA 03283 161537Z

MAN DAYS 4,500  
DIRECT COSTS \$8,200. CUTLER

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NNN

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**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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